

## Message Text

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12

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 SSO-00 /020 W

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O 151039Z JUL 76

FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 0428

UNCLAS SECTION 01 OF 02 BONN 11924

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: COMPETITOR NATION EXPORT EXPANSION PROGRAMS

REFERENCE: A. STATE 161777

B. BONN A-80

1. THE FIGURES SUBMITTED IN REF TEL OVERSTATE THE NUMBER OF GERMAN AND LOCAL EMPLOYEES OF GERMAN MISSIONS ENGAGED IN EXPORT PROMOTION ACTIVITIES. EMBASSY OFFICER SPOKE WITH FOREIGN OFFICE OFFICIAL TO REVIEW THE FIGURES PROVIDED IN REF B. AND HAS REVISED THE REF AIR FIGURES WITH HIS ASSISTANCE. THE DATA REPORTED BELOW IS BASED UPON THE FOLLOWING INFORMATION:

A. THE FEDERAL REPUBLIC MAINTAINS 126 EMBASSIES AND 71 CONSULATES OVERSEAS.

B. THE GERMAN FOREIGN OFFICE HAS SURVEYED THE 76 MOST IMPORTANT EMBASSIES AND ITS 9 CONSULATES IN THE UNITED STATES IN ORDER TO OBTAIN AN ACCURATE PICTURE OF THE NUMBER OF EMPLOYEES INVOLVED IN EXPORT PROMOTION. THE RESULTS OF THIS SURVEY HAVE BEEN USED IN PREPARING PORTIONS OF THE TABLE BELOW.

C. THE REMAINING 50 EMBASSIES ARE SMALL WITH AN AVERAGE COMPLEMENT OF 3 PEOPLE. IT IS ESTIMATED THAT ONLY 1/2 MAN YEAR IS DEVOTED TO EXPORT PROMOTION ACTIVITIES IN EACH OF THESE EMBASSIES.

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D. THE 62 GERMAN CONSULATES OUTSIDE OF THE UNITED

STATES ARE ROUGHLY DIVIDED AMONG COMMERCIAL POSTS IN  
MAJOR COUNTRIES AND WHAT ARE ESSENTIALLY CONSULAR POSTS  
IN SMALLER COUNTRIES. AT THE LARGER CONSULATES WE HAVE  
ESTIMATED THAT APPROXIMATELY TWO MAN-YEARS PER CONSULATE

ARE SPENT IN EXPORT PROMOTION. AT THE SMALLER  
CONSULATES ONLY ONE MAN-YEAR WOULD BE SPENT IN THESE  
ACTIVITIES.

2. BASED UPON THESE ASSUMPTIONS WE OBTAIN THE  
FOLLOWING CONCLUSIONS:

A. THE TOTAL NUMBER OF EXPORT PROMOTION EMPLOYEES  
IS ROUGHLY 206.

B. THIS CONSISTS OF: 91 EMPLOYEES IN THE 76  
PRINCIPAL EMBASSIES (AND 9 AMERICAN CONSULATES)  
SURVEYED BY THE FOREIGN OFFICE; 25 EXPORT PROMOTION  
EMPLOYEES IN SMALLER EMBASSIES THROUGHOUT THE WORLD;  
92 EMPLOYEES IN THE 62 NON-US CONSULATES AROUND THE  
WORLD.

C. BASED UPON OUR KNOWLEDGE OF THE DISTRIBUTION OF  
GERMAN POSTS WORLDWIDE, THE SUBTOTALS FOR EACH REGION  
CAN BE REASONABLY CALCULATED. THESE FIGURES ARE

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ACTION COME-00

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FM AMEMBASSY BONN

TO SECSTATE WASHDC IMMEDIATE 0429

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REPORTED BELOW.

3. THE METHOD USED BY THE DEPARTMENT IN CALCULATING THE REF TEL FIGURES DOES NOT APPEAR TO BE ACCURATE. GERMAN FOREIGN OFFICE, WHICH HAS FIGURES ON COMPETITOR NATION EXPORT PROMOTION ACTIVITIES IN THE 76 KEY COUNTRIES MENTIONED ABOVE, REPORTS THAT THE TOTAL NUMBER OF EMPLOYEES OF THE UK AND FRANCE ENGAGED IN EXPORT EXPANSION PROGRAMS IN THESE COUNTRIES IS MUCH SMALLER THAN THE FIGURES WHICH THE DEPARTMENT APPARENTLY USED IN ARRIVING AT ITS CALCULATIONS OF TOTAL NUMBER OF GERMAN EXPORT PROMOTION EMPLOYEES. MOREOVER, THE GERMAN CALCULATIONS OF THE RATIO OF FRENCH TO GERMAN AND BRITISH TO GERMAN EMPLOYEES IS BASED UPON TOTAL ECONOMIC PERSONNEL AND NOT, AS REPORTED REF AIR ON ONLY EXPORT PROMOTION EMPLOYEES; THUS IT IS NOT POSSIBLE TO USE THESE RATIOS TO ARRIVE AT THE NUMBER OF GERMAN EXPORT PROMOTION EMPLOYEES.

REGION	NO. OF EXPORT PROMOTION EMPLOYEES	NO. OF POSTS
USA	21	10
EC	66	25
JAPAN	4	2
OECD	54	35
OPEC	27	17

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OTHER	34	108
TOTAL	206	197

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